

Message Text

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PAGE 01 STATE 205406

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----- 130013

R 282156Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

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E.O. 11652: N/A

TAGS: BPRO, BTRA, PL

SUBJECT: NEGOTIATIONS FOR BAR MILL AT NOWOTKO STEELWORKS

1. CONSORTIUM CONSISTING OF E.W. BLISS, GENERAL ELECTRIC, WESTINGHOUSE, AND WEST GERMAN FIRM DEMAG NEGOTIATING CONTRACT FOR BAR MILL AT HUTA NOWOTKO. PROJECT, VALUED AT APPROXIMATELY 150 MILLION DOLLARS, CONSTITUTES PART OF EXPANSION OF M. NOWOTKO STEELWORKS IN OSTROWIEC SWIETOKRZYSKI. DEMAG IS EXPECTED TO PROVIDE TECHNOLOGY, WITH EQUIPMENT SUPPLIED BY U.S. FIRMS. COMPETITION IS WEST GERMAN. E.W. BLISS OFFICIAL FEELS EXIMBANK FINANCING WILL BE CRUCIAL, ESPECIALLY IN LIGHT OF RECENT GERMAN CONCESSIONARY CREDIT TO POLAND.

2. TECHNICAL NEGOTIATIONS ARE CURRENTLY BEING FINALIZED, AND CONSORTIUM MEMBERS WILL RETURN TO KATOWICE FOR TALKS WITH CENTROZAP DURING FIRST THREE WEEKS OF SEPTEMBER.

ACTION REQUESTED: WOULD APPRECIATE EMBASSY ASCERTAINING WHETHER POSSIBLE FOR CONSORTIUM MEMBERS TO MEET WITH SENIOR MINISTRY OF HEAVY INDUSTRY OFFICIALS TOWARD END OF THREE

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PAGE 02 STATE 205406

WEEK PERIOD, AND ADVISING ON POSSIBLE DATES. PLEASE

SLUG REPLY FOR COMM/BEWT/TDAD/LUCYK. INGERSOLL

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